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2017 July CISCO 810-403 Exam Dumps with PDF and VCE New Updated 810-403 Questions from www.Braindump2go.com Today! **100% Real Exam Questions! 100% Exam Pass Guaranteed!** 1.|2017 New 810-403 Exam Dumps (PDF & VCE) 231Q&As Download;<https://www.braindump2go.com/810-403.html> 2.|2017 New 810-403 Exam Questions & Answers Download: <https://drive.google.com/drive/folders/0B75b5xYLjSSNWVVLVpfcHFGUms?usp=sharing> QUESTION 101According to Cisco best practice, which option must you understand before you identify business outcome opportunities? A. organization chartB. decision-making processC. current technology planD. customer value proposition Answer: D QUESTION 102Which three questions are specified by the Seven Elements Framework? (Choose three.) A. Working environment characteristics?B. Existing relationship?C. Compliance with ISO 20K?D. Understanding of own and others interests?E. Consequences of not reaching agreement or support? Answer: BDE QUESTION 103RACI model aids can be used to understand specific aspects of stakeholders' involvement in businesses. What does RACI stand for? A. Responsible, Accountable, Consulted, InformedB. Reconciler, Accountable, Consulted, IndependentC. Responsible, Assertive, Consulted, InformedD. Reconciler, Assertive, Consulted, InformedE. Responsible, Accountable, Consulted, Influenced Answer: A QUESTION 104What is the benefit of using the Business Model Canvas to understand and describe the customer's business? A. It is a mandatory tool in every business school.B. Business models are the same across industry verticals.C. Understanding the customer business model is essential for determining the right business outcomes.D. Each organization has multiple business models. Answer: C QUESTION 105What are the most reliable sources for enablement at Cisco besides playbooks? A. Wikipedia & GoogleB. PartnerCentral and SalesconnectC. Industry articles & blogsD. Research and trends reports Answer: B QUESTION 106How does a performance measurement help the customer business? A. Provides feedback on progress towards settled goals.B. Compliance of certain industries regulations.C. Help companies monitor its past state.D. To reward and to discipline employees. Answer: A QUESTION 107Which options are two features of business requirements? (Choose two.) A. Business requirements are managed by stakeholders.B. Business requirements support specific business objectives.C. Business requirements are prioritized in compliance with influence dynamics.D. Business requirements are dynamic in nature and change over time.E. Business requirements are always defined inside a line of business. Answer: BD QUESTION 108Drag and Drop QuestionDrag the two strongest factors to improve business outcomes for a retail industry customer from the left to the right. Answer: QUESTION 109What should a sales professional use to ensure a clear understanding of the top priorities of an organization during a business outcome selling? A. A technology gap analysis of the organization's infrastructure.B. The list of CSFs and KPIs of the organization.C. The analysis of the consumption model that the customer is looking to implement.D. A study of the impact that the current state of technology has on the business. Answer: B QUESTION 110Which three options are customer motivators? (Choose three.) A. Achievable Business plan.B. Shared risks with the vendor.C. Increased services and solutions.D. Realizable outcomes.E. Simplify IT complexity. Answer: BDE !!!RECOMMEND!!! 1.|2017 New 810-403 Exam Dumps (PDF & VCE) 231Q&As Download; <https://www.braindump2go.com/810-403.html> 2.|2017 New 810-403 Study Guide Video: YouTube Video: [YouTube.com/watch?v=YfB2x_NhaTI](https://www.youtube.com/watch?v=YfB2x_NhaTI)